

Philip Markella: Attorney

Give a brief description of your business.

I am an attorney, I like to call myself a "country lawyer."

How long have you been in business?

I have been a member of the bar since 1996 and have been in solo practice since 2000.

How did you get started?

Well, my father was a lawyer, my uncles were lawyers, one still is in New York, and my grandfather was a judge, so, it's in the blood I guess. My mother was a real estate broker in town for 30 years and so being a real estate lawyer came natural to me.

What should people know about you and your business?

I concentrate my practice in real estate and estate planning. I enjoy family law matters including divorce, custody, child support and since we adopted a child in 2004, adoption has become a small part of my practice as well.

What is the best business advice you ever received?

I was told a long time ago by a very wise person, and this was before I was even a lawyer, to know what I was talking about before I opened my mouth.

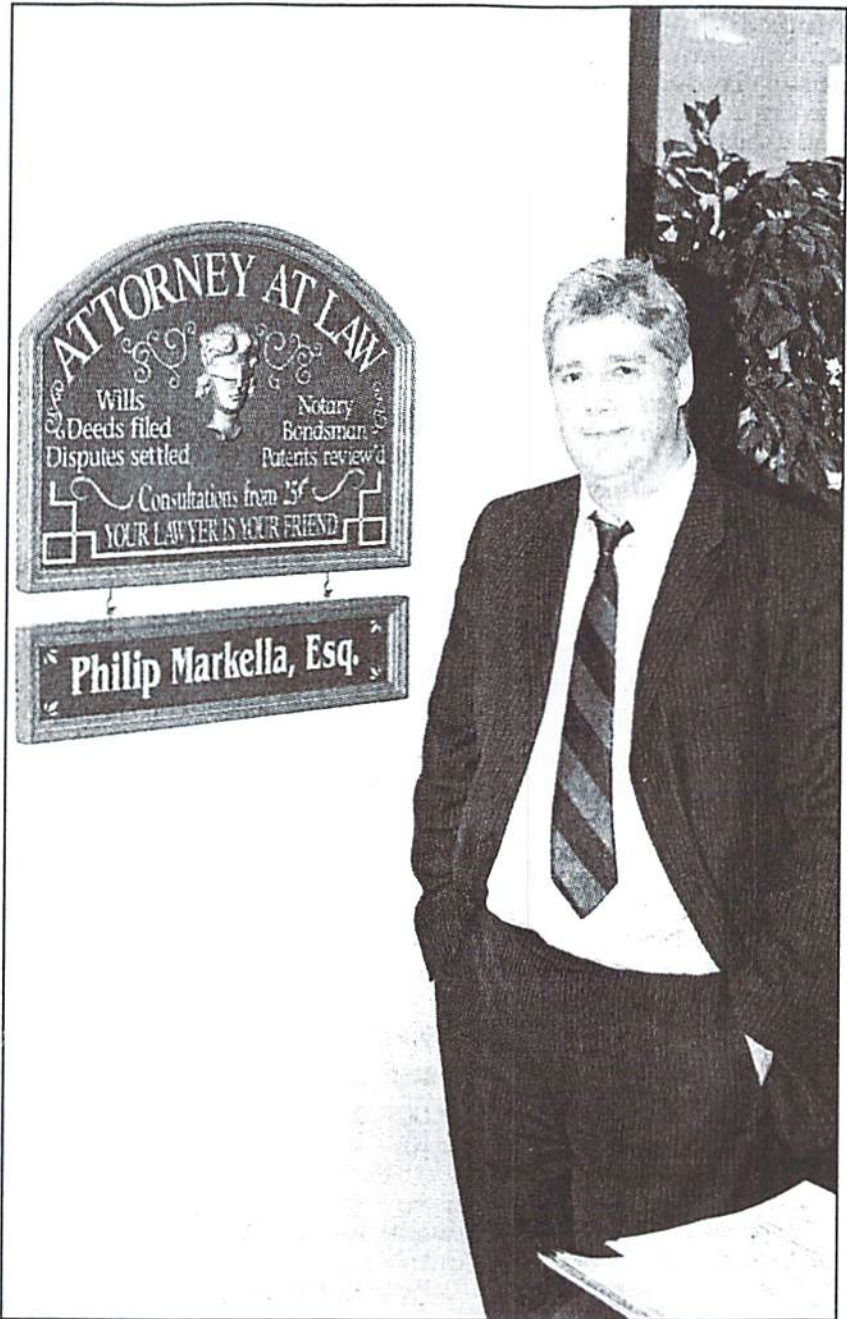
Tell us a memorable story about your business.

There are a lot I would love to be able to tell, but confidentiality does not allow for a lot of that. But there was one file I had that involved a nice young buyer of a home, a convicted drug dealer seller who fled the country. And this was AFTER I left the city and stopped doing criminal work.

Tell us about a mistake you made in business. What did you learn from it?

There is a list of "rookie mistakes" that we all make, especially in the practice of real estate. The one I go back to was one of my first closings. I was so focused on the documentation and keeping it all in order and explaining it properly and I was so relieved to have gotten through the closing that I forgot to collect the money from the buyer. Lesson? Collect the money first!

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Philip Markella posing by a sign at his office. We suspect the rate has gone up a bit.

What's the best thing about your job?

I have always enjoyed working with people and trying to solve problems. I think being a lawyer addresses that part of my personality.

So, how's business these days, anyway?

The real estate portion of the practice is still lagging, but hope springs eternal. The family law is OK. The market is moving again, slowly, but moving. It is a very good time to buy. Rates are excellent and prices of homes are good. I would not necessarily advise a

client to wait too much longer for the market to hit bottom. In my opinion it has and so it is a good time to take advantage of the low interest rates.

Also, please include contact information, phone number, address, web site. you can also include some sort of local landmark you're near, if that would help people find you.

Philip Markella's law practice is located at 19 Depot Street Duxbury, across from Foodies Plaza and next to the Studio. He can be reached at 781 934-7977 or by e-mail is markellalaw@comcast.net,